SNIFFYBAR

Early Bird Partner Agreement — Plain Language Guide

Prepared by FG NZ Trade & Logistics Ltd | For New Retail Partners

This guide explains the Sniffybar Early Bird Partner Sales Agreement in plain English. It is not a substitute for the formal agreement — please read and sign the official document as well. This guide is designed to help you quickly understand your rights, responsibilities, and the financial opportunity.

At a Glance — Key Terms Summary

Model	Consignment — you sell, we own the stock
Initial Deposit	NZ$50 (fully refundable on 1st sale within 30 days)
First Delivery	20-unit display box (mixed flavours)
Early Bird Profit	40% margin — NZ$5.50 per unit (first 2 months)
Standard Profit	30% margin — NZ$4.12 per unit (after 2 months)
Restocking	Full-box swap + on-the-spot payment settlement
Termination	7 days written notice by either party

1. How the Partnership Works (Consignment Model)

You do not purchase stock upfront. Sniffybar products are supplied to your store on a consignment basis, meaning:

- The products remain owned by FG NZ Trade & Logistics Ltd until they are sold to a customer.
- You bear zero inventory risk — if a product does not sell, you are not charged for it.
- Your job is simply to display the product and facilitate sales. We handle everything else.

💡 Think of it like a partnership: we provide the stock and brand support, you provide the shelf space and customer access.

2. Getting Started — The NZ$50 Deposit

To activate your partnership, you pay a one-time NZ$50 deposit through the ChgoNz website (www.chgonz.com). Here is what happens:

- After we receive your deposit, we deliver your first display box containing 20 units in mixed flavours — at no extra cost.
- The NZ$50 deposit is 100% refundable if you make at least ONE sale within 30 days of receiving the display box.

Important: The refund condition requires just 1 sale in 30 days. This is intentionally very easy to achieve.

💡 The deposit is not a fee — it is a commitment signal. Make one sale, get your $50 back.

3. Pricing & Your Profit (All prices exclude GST)

The retail price to your customers is fixed at NZ$13.74 per unit. Your profit depends on which pricing tier applies:

	Retail Price	Your Cost	Your Profit	Margin
🌟 **Early Bird(First 2 Months)**	NZ$13.74	NZ$8.24	**NZ$5.50**	**40%**
Standard Rate(After 2 Months)	NZ$13.74	NZ$9.62	NZ$4.12	30%

The Early Bird rate is available for the first 2 months only. After that, the Standard Rate applies automatically.

💡 Example: If you sell all 20 units in Month 1, you earn 20 × NZ$5.50 = NZ$110. After Month 2, selling 20 units earns 20 × NZ$4.12 = NZ$82.40.

4. Restocking — How It Works

When your stock runs low, the restocking process is simple and handled by us:

- We deliver a fresh display box of 20 units directly to your store.
- At the time of delivery, both parties count the remaining units in the old box.
- You pay for the units that were sold: number of units sold × your wholesale cost (NZ$8.24 or NZ$9.62 depending on tier).
- The old box is taken away and replaced with the new one.

💡 Payment is settled on the spot at every restocking visit — no monthly invoicing or complex accounting needed.

5. Free Tester & Hygiene Rules

You will receive 1 free tester unit per store. There is one important hygiene rule you must enforce:

- The tester must be held 1–2 cm away from the nose during a trial.
- Direct contact with the nose or skin is strictly prohibited.
- You are responsible for ensuring customers follow this rule.

💡 This protects your customers and keeps your store compliant with our hygiene policy.

6. Compliance & Safety Requirements

As a retail partner, you must follow these rules:

- Age Restriction: Do not sell or promote Sniffybar to anyone under 18 years old.
- Warning Label: Do not cover or remove the product warning label (which states "Contains 30% Menthol").
- Faulty Products: If a unit is defective and meets Consumer Guarantees Act (CGA) criteria, we will replace it 1-for-1 at your next restocking visit — at no charge to you.

7. Ending the Partnership

Either party can end this agreement at any time with 7 days' written notice. Upon termination:

- We will collect all remaining unsold stock within 7 days.
- All final payments will be settled within the same 7-day period.
- There are no lock-in periods or penalties for ending the agreement.

Contact & Support

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This document is a plain-language guide only and does not constitute legal advice. Please refer to the signed Early Bird Partner Sales Agreement for full legal terms.